

Category 1 - Microcomputers and Associated Peripherals with Services				
Illustration of Percentage Applications: If the MSRP for a unit is \$1,000.00 and the applicable percentage is 80.00%, the net price is \$800.00 (\$1,000.00 x .80)				
Contractor: Ismart, LLC				
Manufacturer: Hewlett Packard	DESKTOP	LAPTOP	SERVER	PERIPHERAL
State % of MSRP	71.50%	79.50%	69.50%	78.00%
Installation Service per Desktop	0.50%	0.10%	3.00%	0.10%
Stand Alone Upgrade to 24x7, 1 year Manufacturer Warranty per Unit	2.00%	2.00%	2.00%	0.10%
Stand Alone Post Warranty Maintenance (PWM), Normal State Hours per Unit				
1st Year PWM	7.00%	10.00%	7.00%	7.00%
2nd Year PWM	0.50%	2.50%	0.50%	0.50%
3rd Year PWM	0.50%	2.50%	0.50%	0.50%
Stand Alone Post Warranty Maintenance (PWM), 24 x 7 per Unit				
1st Year PWM	9.00%	12.00%	9.00%	9.00%
2nd Year PWM	0.50%	4.50%	0.50%	0.50%
3rd Year PWM	0.50%	4.50%	0.50%	0.50%
Education % of MSRP	69.00%	79.49%	62.99%	77.99%
Installation Service per Desktop	0.49%	0.09%	2.99%	0.09%
Stand Alone Upgrade to 24x7, 1 year Manufacturer Warranty per Unit	1.99%	1.99%	1.99%	0.09%
Stand Alone Post Warranty Maintenance (PWM), Normal State Hours per Unit				
1st Year PWM	6.99%	9.99%	6.99%	6.99%
2nd Year PWM	0.49%	2.49%	0.49%	0.49%
3rd Year PWM	0.49%	2.49%	0.49%	0.49%
Stand Alone Post Warranty Maintenance (PWM), 24 x 7 per Unit				
1st Year PWM	8.99%	11.99%	8.99%	8.99%
2nd Year PWM	0.49%	4.49%	0.49%	0.49%
3rd Year PWM	0.49%	4.49%	0.49%	0.49%